



CREATING
GREAT
PLACES

TRADING UPDATE

7 November 2019

A CE PORTFOLIO FOCUSED ON QUALITY URBAN ASSETS IN WARSAW AND PRAGUE

POLAND AND CZECH 85% OF THE PORTFOLIO

WARSAW AND PRAGUE 53% THE GROWTH DRIVER



€2.7bn

standing investment portfolio

€1.7bn
Poland

€1bn
5 assets Warsaw

€0.5bn
Czech

€0.4bn
2 assets Prague

850,000

sqm GLA

>95%

Occupancy

€133m

9 month NRI

95%

Operating margin

CONSERVATIVE BALANCE SHEET WITH STRONG LIQUIDITY AND INVESTMENT GRADE RATING



€5.06
EPRA NAV

BBB
Fitch

BBB-
Moody's and S&P

73%
Unencumbered
assets

33.5%
Net LTV

€300m
unutilized RCF

c.3%
Cost of debt

ASSET ROTATION + REDEVELOPMENTS DIFFERENTIATION IN CHANGING RETAIL ENVIRONMENT

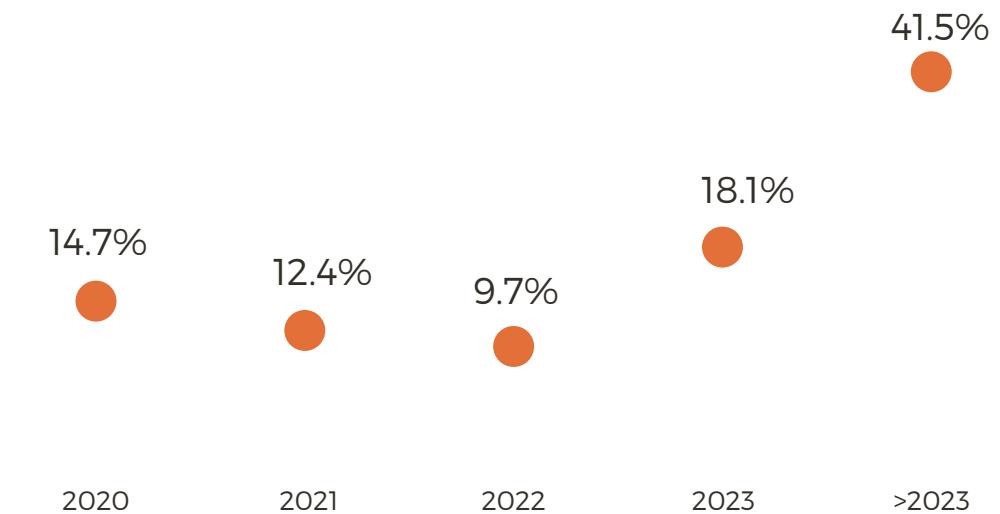
Net rental income broadly flat with +€2M
excl. Russia

(in million €)

Excl RU
RU



Lease expiry
(30/09/2019) (% of ARI)



| LFL NRI +1.6% in Poland and Czech

+1.1%
Poland

+2.7%
Czech

-3%
Russia

5.4 YR WALT

30/09/2019



Renewals 2023
& beyond

| NRI broadly flat as pick up from acquisitions and redevelopments offsets disposals

| Repositioning plan continues in Poland and completed in Czech

| Russia was mainly affected by 2 large tenants exiting the market and the
subsequent retenanting required

STRATEGY IN ACTION - A PORTFOLIO FOCUSED ON QUALITY

30.09
2019¹

Portfolio Market
value

€ 2.7
bn

Number Of
Assets

31

Number
Of Countries

4

Average Asset
Size In GLA

27,400
sqm

Average
Asset Value

€ 85
m

31.12
2014

€ 2.6
bn

153

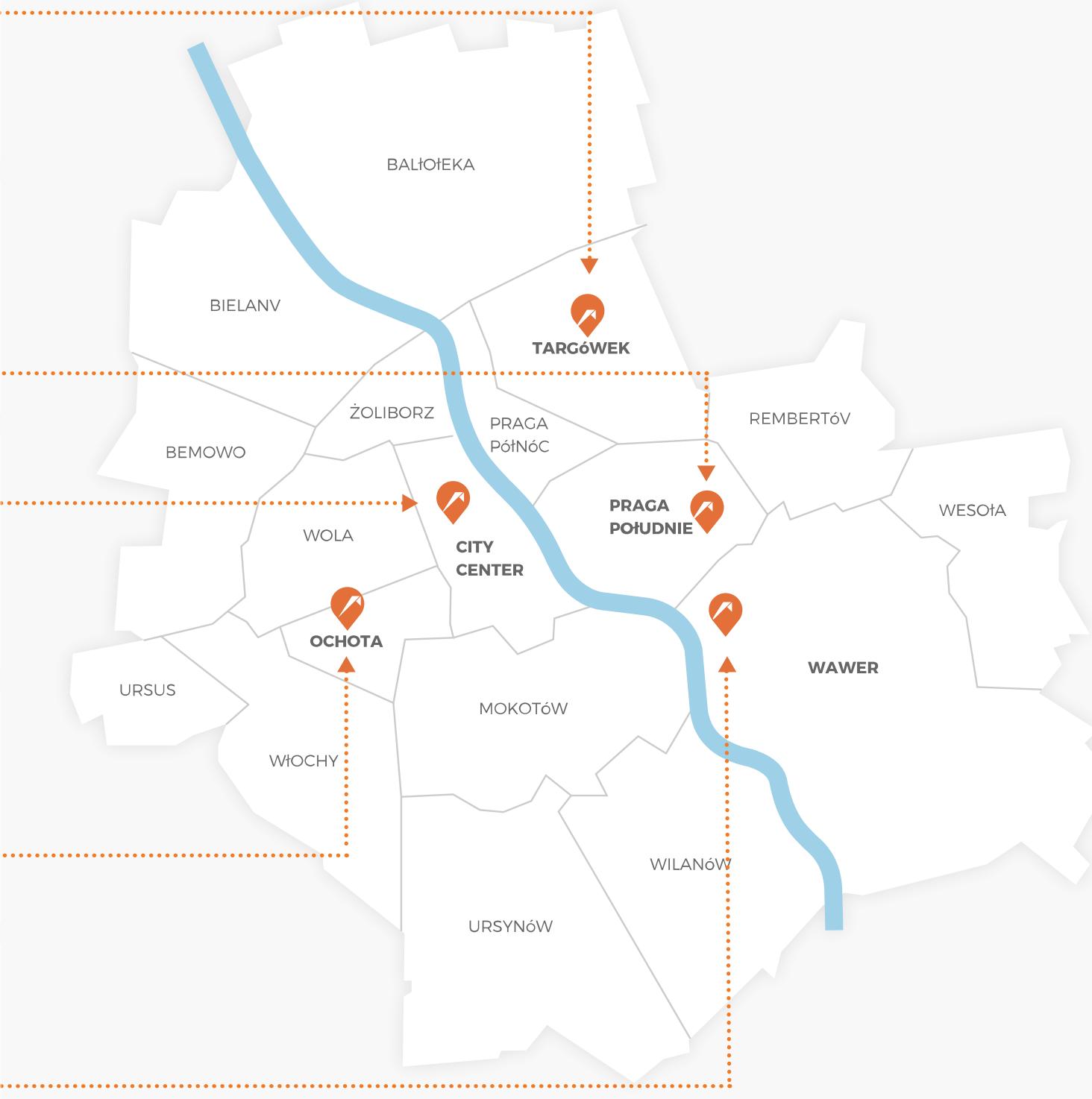
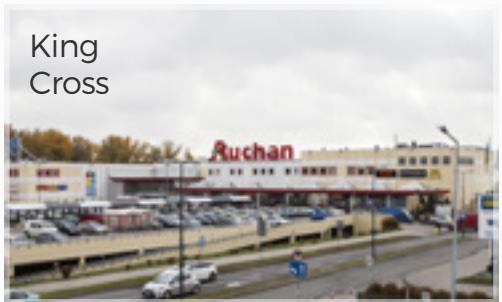
7

8,900
sqm

€ 17
m



38% OF THE PORTFOLIO IS LOCATED IN WARSAW



5 prime assets
in distinct catchment areas

179,000 sqm GLA
€ 1bn value

95% occupancy

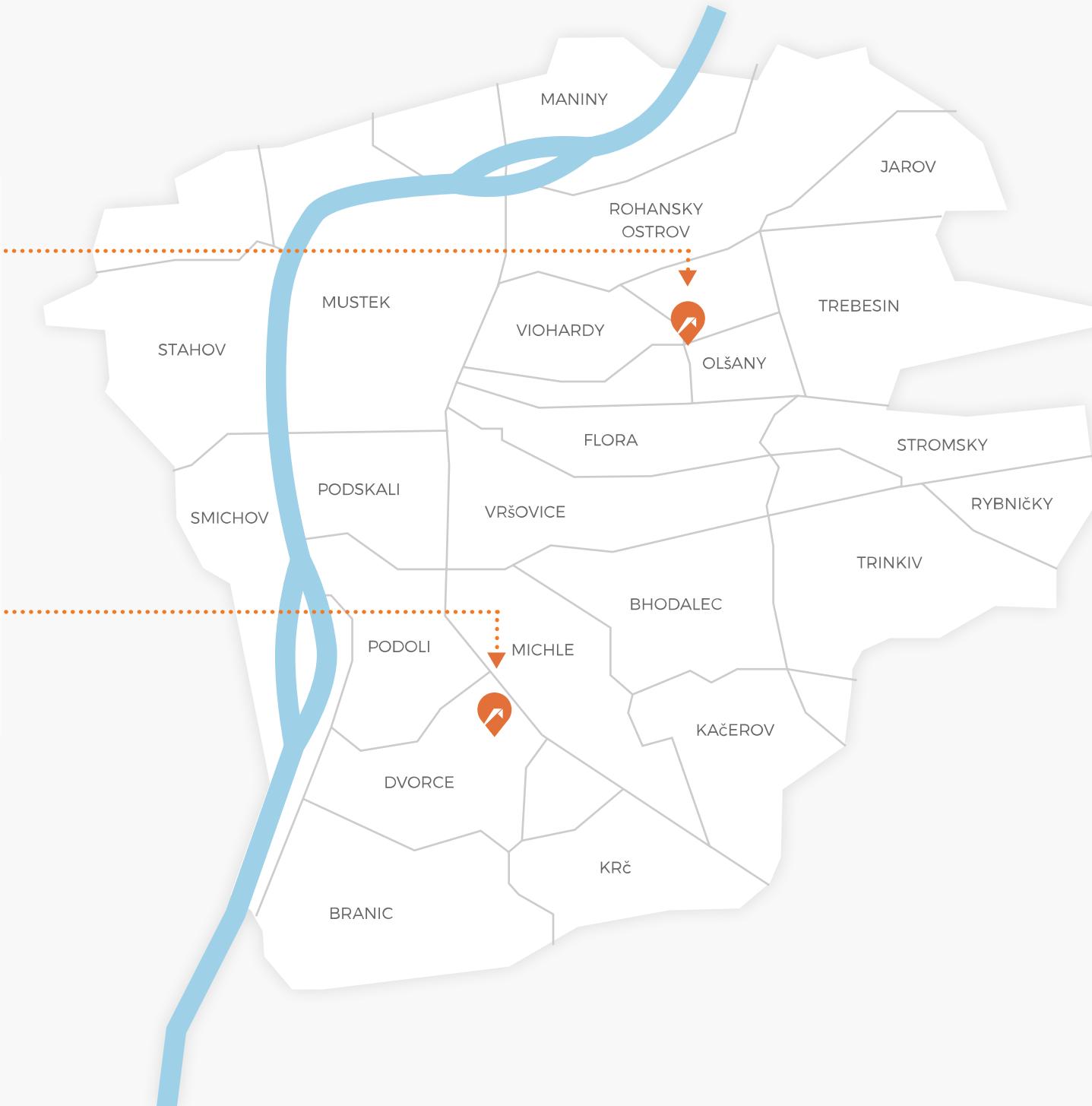
Creating great places
in a growing capital city

Over €300m redevelopment programme +60,000 sqm GLA

WARSAW THE HEART OF POLAND¹

| | Warsaw | Poland |
|------------------------|--------|--------|
| Nr of inhabitants | 1.8m | 38m |
| Average monthly salary | €1,585 | €1,209 |
| Unemployment | 1.5% | 3.6% |

¹ Central Statistical Office of Poland, GfK



2 prime assets
in distinct catchment areas

Consistently high occupancy levels of over 95%

70,000 sqm
€0.4bn value

Providing great shopping destinations in Prague

Arkady Pankrac under refurbishment 2019-2020

PRAGUE THE HEART OF THE CZECH REPUBLIC¹

| | Prague | Czech |
|------------------------|--------|--------|
| Nr of inhabitants | 1.3m | 10.6m |
| Average monthly salary | €1,553 | €1,342 |
| Unemployment | 2.2% | 3.1% |

¹ Czech and Prague Statistics Offices

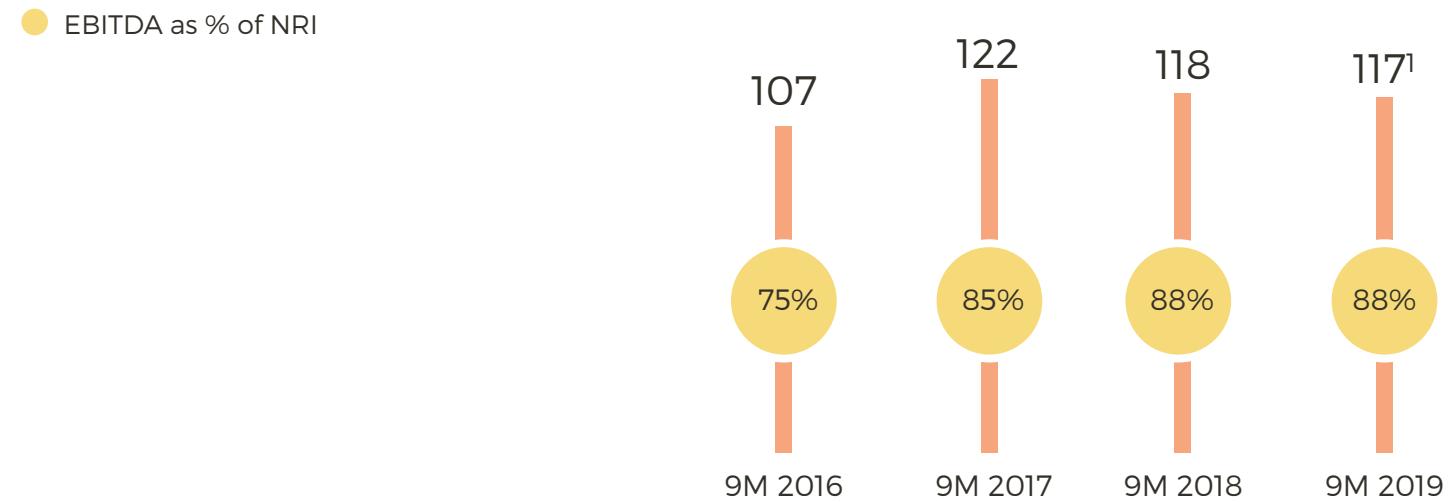
COMPANY OPERATIONAL INDICATORS 9M 2019



| | 9M 2019 (in €m) | 9M 2018 (in €m) | Change (%/ppt) |
|---|--------------------|--------------------|-------------------|
| Net rental income excl. Russia | 106.7 | 104.7 | 1.9% |
| EPRA Like-for-Like NRI excl. Russia | 45.0 | 44.3 | 1.6% |
| Net rental income | 133.4 | 135.0 | (1.2%) |
| EPRA Like-for-Like NRI | 61.4 | 61.2 | 0.3% |
| EBITDA ¹ | 116.8 | 118.3 | (1.3%) |
| Company adj. EPRA earnings per share (in € cents) | 21.3 | 22.4 | (4.7%) |
| Net equivalent yield (in %) | 6.5 | 6.8 | (0.3%) |
| Occupancy rate (in %) | 95.9 | 96.9 | (1.0%) |
| Operating margin (in %) | 94.6 | 97.4 | (2.8%) |

EARNINGS: DISPOSALS PARTIALLY OFFSET BY AQUISITIONS

EBITDA margin 88%
(in million €)



¹The transaction costs related to the recommended cash acquisition by Gazit Globe Ltd. of €5m were adjusted

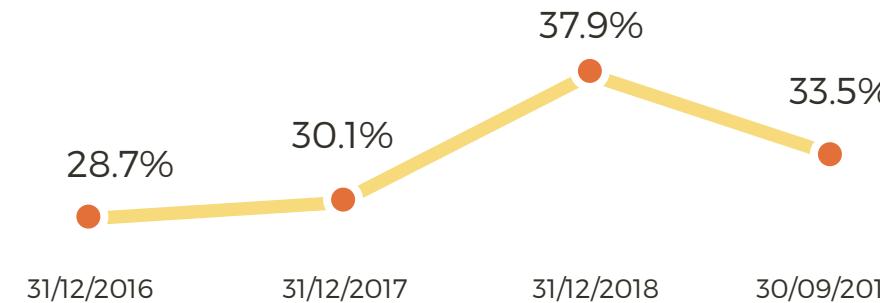
Company Adjusted EPRA Earnings
(in million €)



SIGNIFICANT LIQUIDITY TO SUPPORT GROWTH, €200M CASH AS AT 30/9/2019, €300M RCF UNUTILIZED

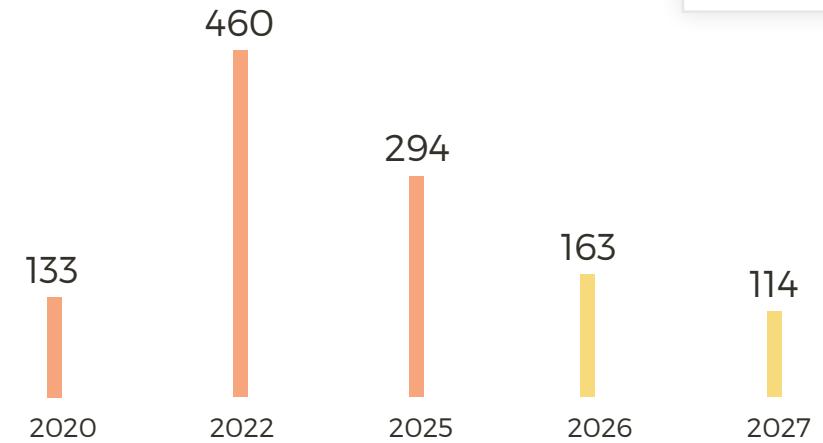


LTV
(net)



Debt maturities
(in million €)

Bonds
Bank Loans



4.6 years
average maturity

Financial Performance Indicators

EPRA NAV per share

€5.06

31/12/2018 €5.03

Cost of Debt
C. 3%

Borrowings
(as at 30/09/2019)

Bonds €887m
Loan €300m



73%
unencumbered
standing investments

SUMMARY: DOMINANT ASSETS IN PRIMARY URBAN LOCATIONS

PORTFOLIO ROTATION STRATEGY FOR QUALITY GROWTH

- | **€364m** YTD disposals
- | **5** assets in Warsaw following the acquisition of King Cross in June 2019

STRONG AND DIVERSE RE-DEV. AND EXTENSION PIPELINE

- | **4** ongoing projects, **€0.4bn** pipeline, **€155m** invested until 30/9/2019

SIGNIFICANT LIQUIDITY TO SUPPORT GROWTH

- | **33.5%** net LTV and **€300m** RCF unutilized

Following the announcement on 25 October 2019 of the lapse of the court-sanctioned scheme of arrangement announced on 23 July 2019, the Board is reviewing the distributions policy of the Company and intends to make a further announcement before the end of the year.



- | This document has been prepared by Atrium (the "Company"). This document is not to be reproduced nor distributed, in whole or in part, by any person other than the Company. The Company takes no responsibility for the use of these materials by any person.
- | The information contained in this document has not been subject to independent verification and no representation, warranty or undertaking, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. None of the Company, its shareholders, its advisors or representatives nor any other person shall have any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection with this document.
- | This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction.
- | This document includes statements that are, or may be deemed to be, "forward looking statements". These forward looking statements can be identified by the use of forward looking terminology, including the terms "believes", "estimates", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case their negative or other variations or comparable terminology. These forward looking statements include all matters that are not historical facts. They appear in a number of places throughout this document and include statements regarding the intentions, beliefs or current expectations of the Company. By their nature, forward looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward looking statements are not guarantees of future performance. You should assume that the information appearing in this document is up to date only as of the date of this document. The business, financial condition, results of operations and prospects of the Company may change. Except as required by law, the Company do not undertake any obligation to update any forward looking statements, even though the situation of the Company may change in the future.
- | All of the information presented in this document, and particularly the forward looking statements, are qualified by these cautionary statements. You should read this document and the documents available for inspection completely and with the understanding that actual future results of the Company may be materially different from what the Company expects.
- | This presentation has been presented in € and €m's. Certain totals and change movements are impacted by the effect of rounding.



Atrium Group Services B.V.
World Trade Center,
I tower, 6th floor
Strawinskylaan 1959 1077XX
Amsterdam